

Women's Department

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In Fetching Color Combinations, \$1.00.

The craze for fancy footwear has brought out many pretty novelties in silk hosiery, best of which are here.

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RUSSIAN AND ENGLISH BUYERS

Have Exciting Time Convincing War Officials That "Made in Bridgeport" Products Are The Best—Lose Truck on River Thames.

In the annals of Bridgeport's commercial history a little booklet that could be written by Samuel T. Davis, A. W. Robinson, and James T. Roach and entitled "Carrying a Truck to the Thames" would probably get a far greater circulation than ever did the famous "Message to Garcia," written by Elbert Hubbard shortly after the Spanish-American war.

Samuel T. Davis made public last night for the first time the efforts of his advance sales guard in England, with the organization behind them in Bridgeport, which made it possible to get \$5,000,000 worth of contracts with England and Russia. As a result of two Bridgeport "pluck" and salesmanship genius, the Russian and English governments have ordered only one of the Locomobile Co. of America as it has never been ordered before, but Robinson was made chief motor truck inspector of the British government in recognition of his persistency.

According to the story told by President Davis to more than 200 employees of his company at a dinner that kept the Stratfield hotel employees up until a late hour, the local manufacturing concern at the outbreak of European hostilities, was unable to get its motor orders. They say they might their product was overlooked by agents of foreign governments.

Taking the bull by the horns, it was decided to send Robinson and Roach abroad via three-ton truck and a large four-ton truck were hastily loaded on a steamship leaving New York. Robinson and Roach were sent aboard the steamer. They sailed, arriving in London late Saturday night. Arrangements had been made by the Locomobile Co.'s London agents for a demonstration of a three-ton truck to the British government. When Robinson and Roach arrived in London, they were told that the demonstration would be made at noon on Sunday.

Somewhere in that thick fog on the Thames river, and amidst thousands of barges, were two trucks of the Locomobile Co. on lighters "somewhere in the fog on the Thames," it was said. Though the steamship company's offices could not give any definite idea just where in that great maelstrom of shipping on the Thames river these trucks might be found, Robinson and Roach were undaunted and began a search of the river that lasted all night and far into the next morning. At 1 o'clock Sunday morning, Robinson and Roach, who were aided by Charles Clarke, an expert demonstrator of Bridgeport who has since spent much of his time demonstrating the operation of trucks to Russian motor-car drivers, found the four-ton truck. The "three" was never found.

So well had the truck been packed for shipment that it required only a line in the tank and oil and water to set it in motion, and promptly at noon the truck was before the doors of the Russian commission's office. Clarke showed the truck and Robinson and Roach talked. The result was an order for 200 trucks for immediate delivery to the Russian government—sold from a four-ton model.

Next came the demonstration to the English commission as a result of the Russian sales. England wanted a five-ton truck that must be tested before the eyes of the commission. The four-ton truck immediately became a "five." It was a long chase, but American persistence and salesmanship methods were to "put it across."

Clarke was placed at the wheel. The commission selected four cars for themselves and salesmen. They rode 10 miles over British roads with more than five tons of pig iron on the truck. Finally they came to a hill. The officers stopped the truck and advised the driver that the touring cars would proceed ahead. Confidentially one of the officers told the Americans no truck had ever surmounted the activity and that the drag should be ready to stop a backward rush.

The truck started upwards, nobly making the effort. Near the top it slowed and finally came to a stop. The officers seemed not surprised but told the driver to give up the effort or go to the bottom, again and try once more. He examined the mechanism and found that dirt had gotten into the axle. He jumped on the driver's seat and when he threw in the clutch, truck and load he said to have

jumped fully six feet. The American truck was the first ever to go up the hill. It was a great success. Service was signed, but through English competition the specifications called for "worm-gear" instead of chain-drive. This had never been used by the Locomobile Co. before, but again the loyalty and ingenuity of the local concern was shown and the first 300 trucks were delivered on time. This is considered one of the major strokes of American salesmanship and mechanical ability.

Last week the Locomobile Co. procured from the Russian government contracts aggregating \$1,000,000 for touring-cars to be used in the transportation of officers.

The banquet, which was attended by about 200 representatives of the company, was a great success. Service with the company was the keynote of honor, for those oldest in the service were given seats of precedence at the banquet table. Nearly a dozen employees had been in the service of the company for 15 years, and many more had served 10 years. Speeches, songs, recitation and other forms of entertainment were indulged in during the evening. A mock trial was but one of the amusement afforded the big force.

The general committee that had charge of the banquet last night, and made it the success it was, consisted of: Thomas B. Taylor, chairman; George H. Stone, secretary; G. B. Houston, P. J. Grace, Joseph Healey. The souvenir committee was A. H. Bickel and P. J. Holden; music, G. B. Houston; printing, the advertising department employees; reception, A. C. Schults, George Humphreys, T. G. Alborn, A. E. Warwick, Jeremiah Dahl, George Secor, James Fefe, D. G. Ross, J. R. Stine and Edward Nowell.

TRUMBULL
Charles Booth, Rollin E. Burton and Arthur E. Plumb are driving new automobiles.

Mr. and Mrs. John L. Beach and son of Waterbury were Sunday guests at the home of Mr. Beach's mother, Mrs. J. Beach.

JITNEYS AND TROLLEYS
CRASH AT BIG HEARING;
RAILWAY MAKES THREATS

Company Says Trolley Service Will Be Curtailed If Jitneys Aren't Regulated—Auto Owners Take Hard Wallops At Monopolist Street Car Service—Jitney Advocates Out in Force Face Public Service Company's Array of Legal Talent.

Hartford, April 21.—That the public cannot expect to have both jitney and adequate trolley service at the same time and that one must eventually displace the other, was the claim made by attorneys for the Connecticut company at the hearing before the judiciary committee of the legislature yesterday on the proposal to regulate the automobile "buses" which have sprung up in considerable numbers in all the larger cities of the state during the last several weeks. "Eventually," says the trolley company in a statement filed with the committee, "the public will have jitney service only in substitution for trolley service, which it will displace." The continuation of present conditions will soon result in such substitution, and if the public have to rely on jitney service in the future, they are entitled to have the regularity and continuance of such service assured.

Hearing Is Big One.
The hearing was a big one, the big gathering being made up principally of friends of the jitneys. The trolley company was bitterly attacked by several of the speakers, who laughed at the claim that they wanted the "buses" regulated to protect the public, and charged that the previous attitude of the company had made the public welcome competition for the character furnished by the jitneys.

"The jitneys will remain popular just as long as the trolley company continues its present system of crowded, ill-managed, and unsanitary cars," said Charles M. Robinson, who represented the New Haven jitney proprietors and owners. He went on to say that, in his opinion, as soon as the trolley company began to provide adequate service, the jitneys would have to go out of business.

In order to prevent the competition, which would force them to improve their service, Mr. Robinson continued, the trolley company is seeking to stamp out the new business before it is fairly started by severe and unfair regulations and restrictions.

Bond Vigorously Opposed.
The proposal to demand a bond of \$10,000, he most vigorously opposed. He said he had talked with bond men and they had informed him that the only way to get a bond of that kind and size was to actually put up \$8,000 in cash. This would drive a major portion of the jitney operators out of business.

In addition to the Connecticut company, several of the other small trolley roads in the state were represented. Alderman David M. Reilly of New Haven, appeared in favor of regulating the jitneys in the capacity of a citizen. He said he thought the jitneys should be made to provide a suitable bond or take out insurance in order to protect passengers who might be hurt in accidents. Another New Havener who spoke, but on the other side, was George M. Wallace, who held that the competition furnished by the jitneys would force the trolley company to improve its service and possibly reduce its fare rates from five to three cents, an object which he considered very desirable.

Speakers for Bill.
The speakers in favor of the bill were Harry G. Day of New Haven and Edward M. Dard of Hartford, representing the Connecticut company; Michael Kenely, representing the Shore Line Electric company; John Cassidy of Naugatuck, representing the Waterbury and Milford trolley company; Kendall Pierce of Bristol, representing the Bristol and Plainville Tramway company; Alderman David M. Reilly of New Haven, and Representative Hough of Washington. Those who spoke for the jitneys included Leo Davis of Norwalk, representing the Norwalk Chamber of Commerce; Charles M. Robinson and George M. Wallace of New Haven; Lawrence Lewis of Waterbury, and John Tolle of Waterbury.

Mr. Davis of Norwalk, made a particularly bitter attack on the trolley company, in which he charged that they had been arrogant for many years with the people of the state and had only made improvements of their service when driven to it. And yet, he said, they come whining to the legislature at the first sign of competition.

It was first planned to hold the hearing in the old supreme court room but the crowd was so large that it was necessary to move down to the hall of the house of representatives. It was pre-eminently a jitney crowd, for every attack on the trolley company caused prolonged applause.

Senator Inell, chairman of the committee, requested at the start of the hearing that each speaker state what, in his opinion, the committee ought to recommend for legislation, and said the speakers need to come themselves to the proposed bill. Those speakers who replied for the jitney people said they did not believe in any bill. C. M. Robinson, in his reply after asking that no bill be drawn, said that if the committee felt obliged to report, he thought the only requirement should be a public conveyance license at a nominal sum to be applied in towns where there are no local ordinances.

To Bring Better Service
Several speakers declared their opinion that competition by automobiles in a measure had been brought on by discontent of citizens over local service, failure to get grievances adjusted, and that should the buses be in use only temporarily the competition was bound to compel the Connecticut company to give better service and be more tolerant towards the public. Several speakers thought the automobile service would regulate itself within a short time.

Harry G. Day, counsel for the Connecticut company, summarized the company's position, in a lengthy statement. He maintained that in "fairness," competition between trolleys and "jitneys" should be on equal terms, and if jitneys are to be unregulated and untaxed, street railways should be unregulated and untaxed. Such a proposition would not be entertained, he said, and the only fair alternative consistent with established policy is proper regulation and taxation of the automobile buses. "Jitneys have been operated for so short a time," he said, "that they have not yet brought about any reduction in the street railway service."

The trolley company's counsel in their statement called attention to the fact that the jitneys, instead of supplementing the trolley service, have merely paralleled it at the most profitable places, leaving the trolleys only the long and unprofitable "hauls." The trolley companies, too, must furnish service all day and all night in many places at a loss in order to accommodate the public, while the jitneys are able to stop any time they want to. If the trolleys are to lose the patronage of the public on the short rides, in which their profits lie, they will have to raise their fares for the long rides.

Leo M. Davis, representing the Norwalk Chamber of Commerce which adopted resolution protesting against any jitney legislation, replied to Mr. Day's statements.

Replying to the latter's claim that there is a sentiment against the jitney business, Mr. Davis declared that the only one wishing to throttle the business is the Connecticut Company. The state, through its dominant party has permitted this corporation to grow strong until it became arrogant in its attitude. The lesson of 1912 has been recognized, he said, and the company does not have the arrogance and independence which it formerly assumed.

Mr. Davis said the company now comes "whining" to the state to protect it from competition which has sprung up by reason of the poor service given by the company. He appealed to the committee not to side with the "octopus."

Lawrence L. Lewis, of Waterbury, representing an automobile bus concern, said the machines used by the company have been bonded in heavy amounts to protect passengers, and the operators paid each day the amount of the premiums. He doubted if legislation would be constitutional. He cited that in Waterbury there are ordinances which place control with the chief of police, and he believed that every municipality has means through which the business can be properly adjusted.

John F. Tobin, of Waterbury, spoke along similar lines. C. M. Robinson, of New Haven, declared that there is no opposition to the jitney except by the Connecticut Co. The principle at stake, he said, was whether or not a citizen has the right to embark in business. He thought the Connecticut Co. had had a bad dream, and was at the legislature to get something. He denied the claim of Mr. Day that the jitneys were only paralleling the trolleys. He said he knew of several men at the Winchester factory in New Haven who were able to go home at noon hour on the "jitneys"—something they had never been able to do before.

George M. Wallace of New Haven, representing users of the jitneys, attacked the service of the trolley company, and made a plea for a three-cent fare on the trolley lines, claiming that two cents out of five was a tax on the people, due to granting the Connecticut company a monopoly. He also pleaded against legislation regulating the buses.

David M. Reilly of New Haven objected to the regulation being thrown into aldermanic boards. He also insisted that passengers in jitneys should be protected by compelling the owners to make out insurance.

Representative King of Fairfield, asked if any patron had demanded this, but Mr. Reilly did not know of any case.

The New Jersey Senate confirmed the nomination of Chief Justice William S. Gummere.

Jack Johnson, the vanquished black heavyweight pugilist, and Mrs. Johnson left Havana, bound for Spain.

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JOHN HAYS HAMMOND
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FOR WORLD PEACE

Cleveland, April 20.—Because of his practical business sense, his diplomatic temperament and personal acquaintance with most of the rulers of the world John Hays Hammond has been selected as chairman of the world court committee, composed of the representatives of peace societies, educational institutions, chambers of commerce and civic organizations, of the completed plan for the holding of a world court congress under the auspices of the committee of one hundred at Cleveland, O., May 12, 13 and 14. For weeks the holding of this congress has been under advisement by a number of the most representative friends and advocates of the judicial settlement of international controversies. As the result of these conferences the world court committee was organized for the purpose of devising ways and means of establishing a supreme court of the world.

The question is asked what has become of the Boy who used to be fully pleased by the gift of a wheelbarrow? Well, he has grown up and his boy might possibly be contented with the latest coaster brake bicycle, but nothing but a motorcycle will make him truly happy.

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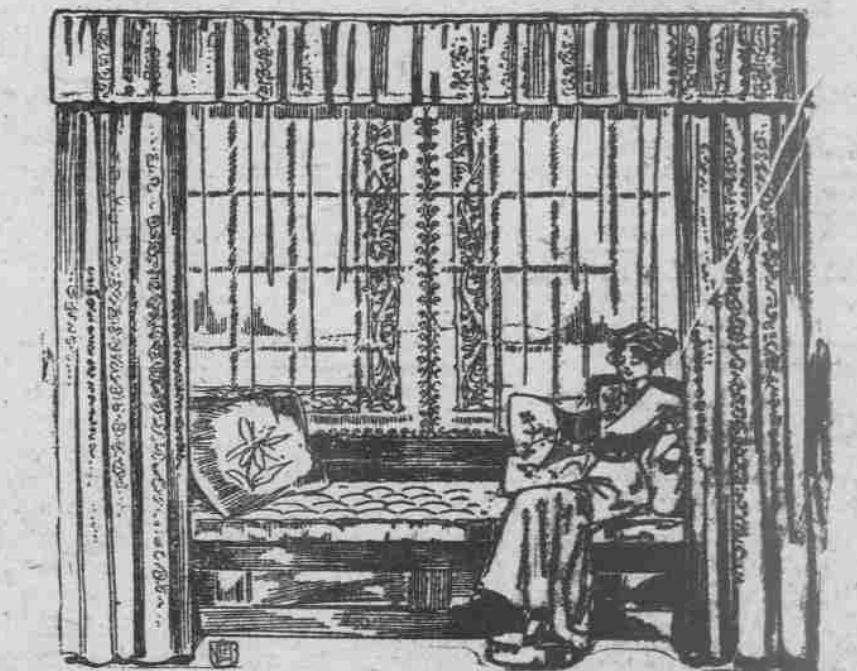
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